

LOAN SEMINAR

SCORE provides information about the current financial programs of the SBA, and the possible sources of funds available to small and start-up businesses.

There is no charge for this seminar and take home materials are provided. Reservations are not required.

The one hour seminar is held on the second and fourth Wednesday of each month at the Reuss Federal Plaza, 310 W. Wisconsin Ave, Room 290B starting at 10:00 AM

SCORE COUNSELING LOCATIONS

Downtown Milwaukee
310 W. Wisconsin Ave., Suite 425 414-297-3942

Menomonee Falls
Menomonee Falls Chamber of Commerce
N88 W16621 Appleton Ave. 262-251-2430

Waukesha
Waukesha Area Chamber of Commerce
223 Wisconsin Ave. 262-542-4249

Racine
1515 16th Street, Room 2569 262-632-3274

Kenosha
Kenosha Area Bus. Alliance 262-605-1100
Kenosha Chamber of Commerce 262-654-1234

Sheboygan
Sheboygan Chamber of Commerce 920-457-9491

West Bend
West Bend Area Chamber of Commerce
735 S. Main Street 262-338-2666

SMALL BUSINESS WORKSHOPS

Score offers workshops throughout the year. Score counselors and other working professionals in relevant fields lead the workshops and share their expertise.

1 ENTREPRENEURSHIP
AND THE BUSINESS PLAN

Learn and work with the key elements that make up a successful business plan.

2 YOUR BUSINESS PLAN
Begin to write the business plan in a systematic way with the guidance of those experienced in business. Develop and refine your own plan as you work through this session. This workshop is a continuation of the business plan from the first workshop.

3 MARKETING AND SALES
Topics include developing a strategic marketing plan, promotion and advertising. How to be a win-win sales person and sales skills that bring results.

4 FINANCIAL AND FINANCING
Creating a financial plan and managing your company's finances is critical in a small business. Experts teach about accounting systems, financial reports and business ratios. Loan sources and how to be successful in obtaining loans is discussed.

WORKSHOP SCHEDULE 2005

September 8, 15, 22, 29
Thursdays - 6:30-9:00 PM
October 6, 13, 20, 27
Thursdays - 6:30-9:00 PM
November 5, 12, 19 &
December 3
Saturdays - 9:00-11:30 AM

WORKSHOP SCHEDULE 2006

January 5, 12, 19, 26
Thursdays - 6:30-9:00 PM
February 4, 11, 18, 25
Saturdays - 9:00-11:30 AM
March 2, 9, 16, 23
Thursdays - 6:30-9:00 PM
March 30, & April 6, 20, 27
Thursdays - 6:30-9:00 PM
May 6, 13, 20 & June 3
Saturdays - 9:00-11:30 AM

Fees
• \$80/person for all 4 Workshops
• \$50/person for Workshops 1 & 2
• \$50/person for Workshops 3 & 4
Location
Milwaukee County Research Park
Technology Innovation Center
10437 Innovation Drive, Wauwatosa, WI 53226



TO REGISTER
Visit our web site at www.scoremilwaukee.org,
call 414-297-3942 or mail SCORE

WORKSHOP REGISTRATION FORM
(Please Print)

Last Name

First Name Initial

Address

City Zip

()
Phone

Email

Type of present or proposed business

PLEASE CHECK
☐Veteran ☐Vietnam Vet
☐Disabled Vet ☐Woman
☐Minority ☐SBA Client
☐Now in Business

Please advise us in advance if you are disabled so we can determine if the desired special accommodations can be provided.

Mail to: 310 W. Wisconsin Ave., Suite 425
Milwaukee, WI 53203

Enclosed \$_____ for registration(s) for
following workshops (please check)

☐1-4 ☐1&2 ☐3&4
☐September ☐October ☐November
☐January ☐February ☐March
☐April ☐May

SCORE
Counselors to America's Small Business



SCORE Milwaukee is part of a national network of America's most experienced business professionals. A volunteer, non-profit organization, the SCORE mission is to provide professional guidance and information to all to maximize the success of America's existing and emerging small businesses.

SCORE provides counseling services free with no charge.

- *Private face to face counseling.*
- *Email counseling*
- *Telephone Counseling*

For Free Business Counseling contact SCORE by phone or online at:

414-297-3942

<http://www.scoremilwaukee.org>

email: score28@sbcglobal.net

www.score.org



310 West Wisconsin Avenue, Suite 425
Milwaukee, WI 53203

SMALL BUSINESS WORKSHOPS

Presented By



A resource partner of the U.S.
Small Business Administration